



Business Development Manager Position Description

About Stamford

Are you passionate about property finance? Stamford Capital is an independent finance brokerage that specialises in providing commercial property investors and developers with access to a broad range of financing options.

Over the past year, Stamford has successfully secured and advised on over \$2.5 billion in capital for its clients, encompassing senior debt, mezzanine debt, preferred equity, and equity transactions.

Stamford maintains offices in Sydney, Melbourne, Brisbane, and Adelaide. Due to our ongoing growth, we are seeking a Business Development Manager to join our QLD team.

We are looking for a budding commercial finance specialist with experience in the origination of commercial property finance and who is committed to delivering exceptional outcomes for their clients and business partners.

As a Business Development Manager, you will be responsible for:

- Nurturing relationships with industry referral partners, with whom we have established agreements to facilitate their clients' commercial finance needs.
- Engaging directly with clients to gather and understand their specific commercial property financing requirements and using our in-house expertise to provide tailored options.
- Originating client debt needs by working alongside an experienced analyst team, always ensuring a seamless experience for both our clients and business partners.

About the Candidate

- Previous experience in commercial finance, or a related role is highly preferred.
- Exceptional communication and interpersonal skills to deliver top-notch service.
- Thrive in a fast-paced, dynamic environment with meticulous attention to detail.

If you are interested in applying for this role, please send your CV to aaron.johnson@stamfordcapital.com.au.